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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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OCTOBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS SHOW 4% INCREASE OVER PREVIOUS MONTH.

The October sales figures also indicate that the Heat Treating Industry experienced a 24% increase over October, 1982.

Overall, through October 1983, total sales for the year amount to $271.6 million, down 10% from 1982's total of $302.9 million for the same time period.

For October 1983, seven districts showed improved sales over October 1983.

A summary of percentage change by geographic regions follows:

	District	Oct. 83 vs. Oct. 82	Total 1983 vs. 1982
1	New England (MA-RI-CN)	4.2	-4.1
2	Middle Atlantic (NY-NJ-E.PA-QUE)	20.7	-2.6
3	South Central (W.PA-OH-IN-KY)	30.3	2.2
4	Michigan	72.5	16.3
5	Southeast (VA-NC-SC-GA-AL-TN)	28.5	-1.6
6	North Central (IL-WI-MN-MO-IA)	33.0	-9.7
7	Pacific Coast (CA-OR-WA-B.C.)	4.1	-16.8
8	Southwest (TX-OK-AR-CO-AZ-LA)	-13.1	-51.4

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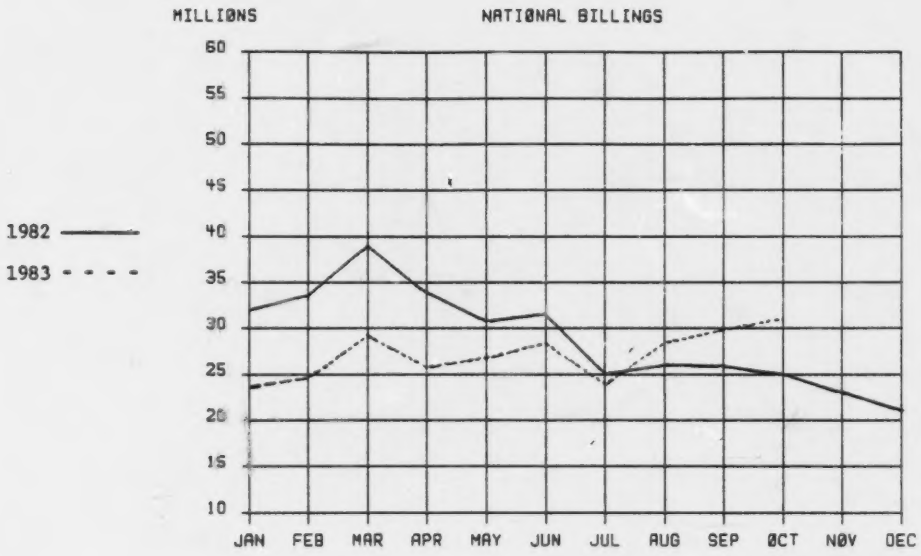
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
October, 1983

BILLINGS FOR MONTH

	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	25035.2	31060.8	24.1	100.0	100.0
Dist. 1	16	1751.1	1824.3	4.2	7.0	5.9
Dist. 2	41	4120.6	4972.1	20.7	16.5	16.0
Dist. 3	53	3844.0	5010.4	30.3	15.4	16.1
Dist. 4	28	3115.4	5373.2	72.5	12.4	17.3
Dist. 5	21	963.7	1238.5	28.5	3.8	4.0
Dist. 6	41	4741.3	6308.1	33.0	18.9	20.3
Dist. 7	35	3997.1	4159.9	4.1	16.0	13.4
Dist. 8	30	2502.0	2174.1	-13.1	10.0	7.0
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	302896.8	271604.0	-10.3	100.0	100.0
Dist. 1	17113.7	16412.3	-4.1	5.7	6.0
Dist. 2	44760.5	43593.5	-2.6	14.8	16.1
Dist. 3	43469.7	44446.7	2.2	14.4	16.4
Dist. 4	35351.7	41129.6	16.3	11.7	15.1
Dist. 5	11060.3	10887.4	-1.6	3.7	4.0
Dist. 6	59950.2	54164.8	-9.7	19.8	19.9
Dist. 7	48105.6	40030.5	-16.8	15.9	14.7
Dist. 8	43085.0	20939.2	-51.4	14.2	7.7
Foreign					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1		
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3		